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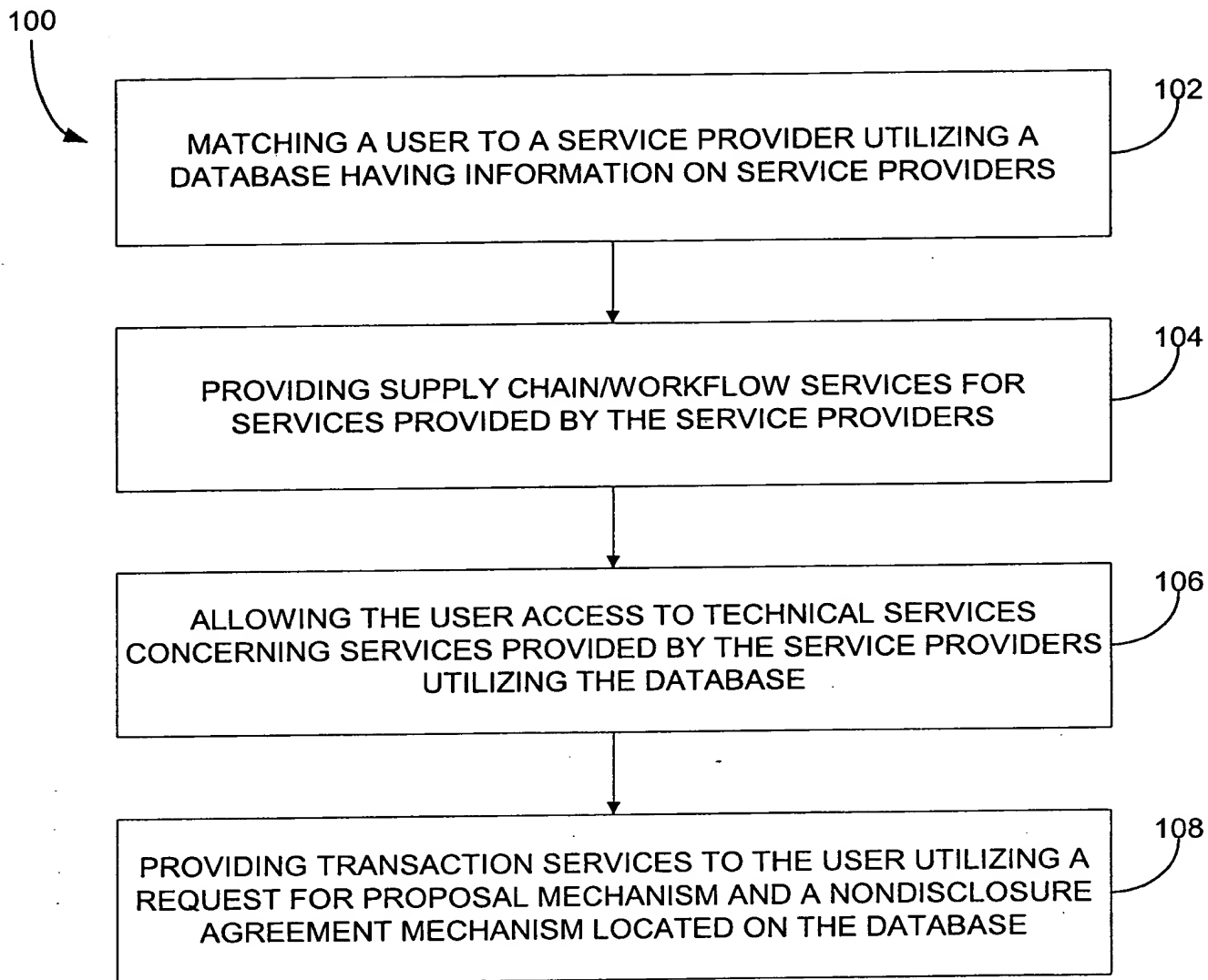


Figure 1

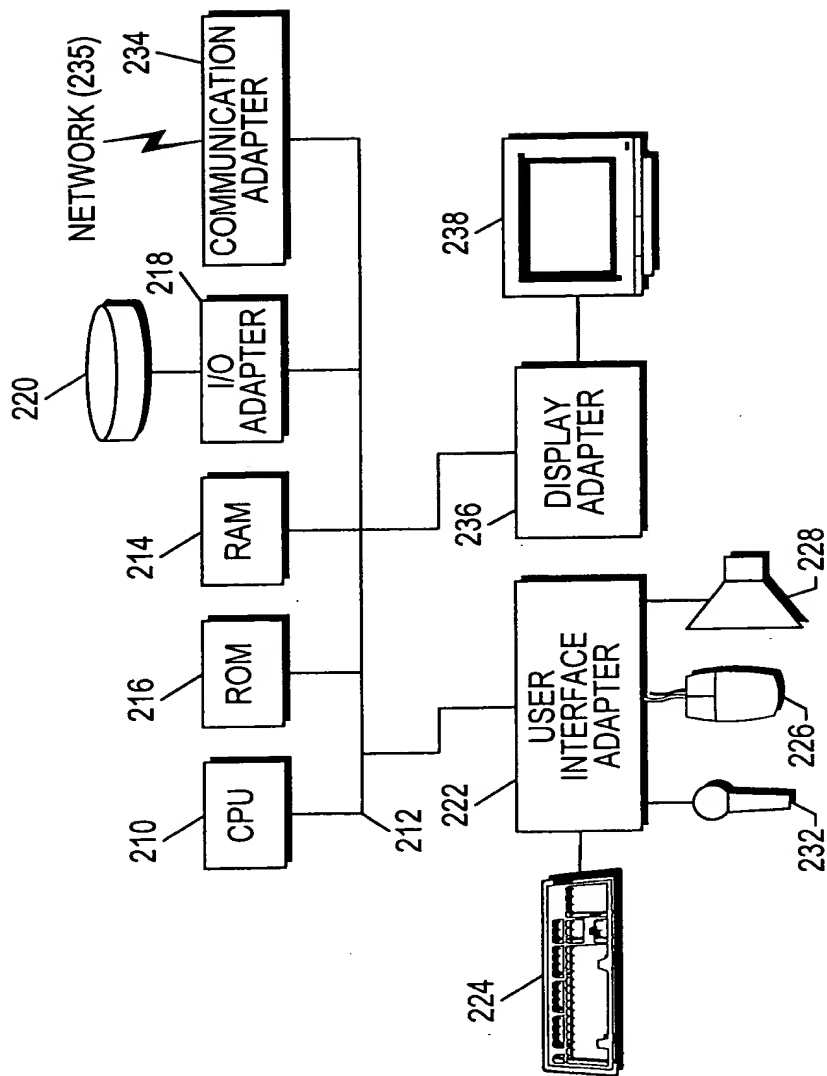
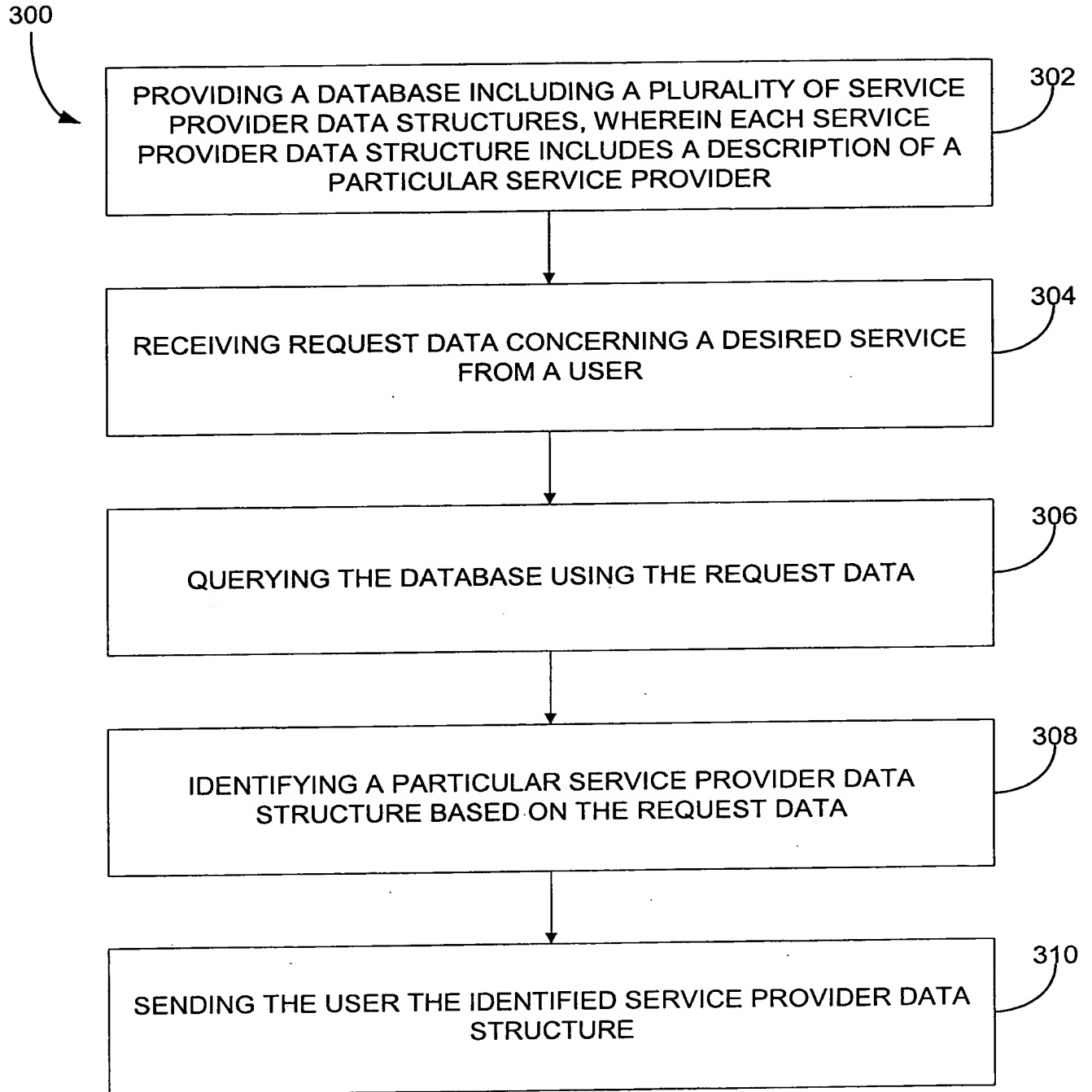
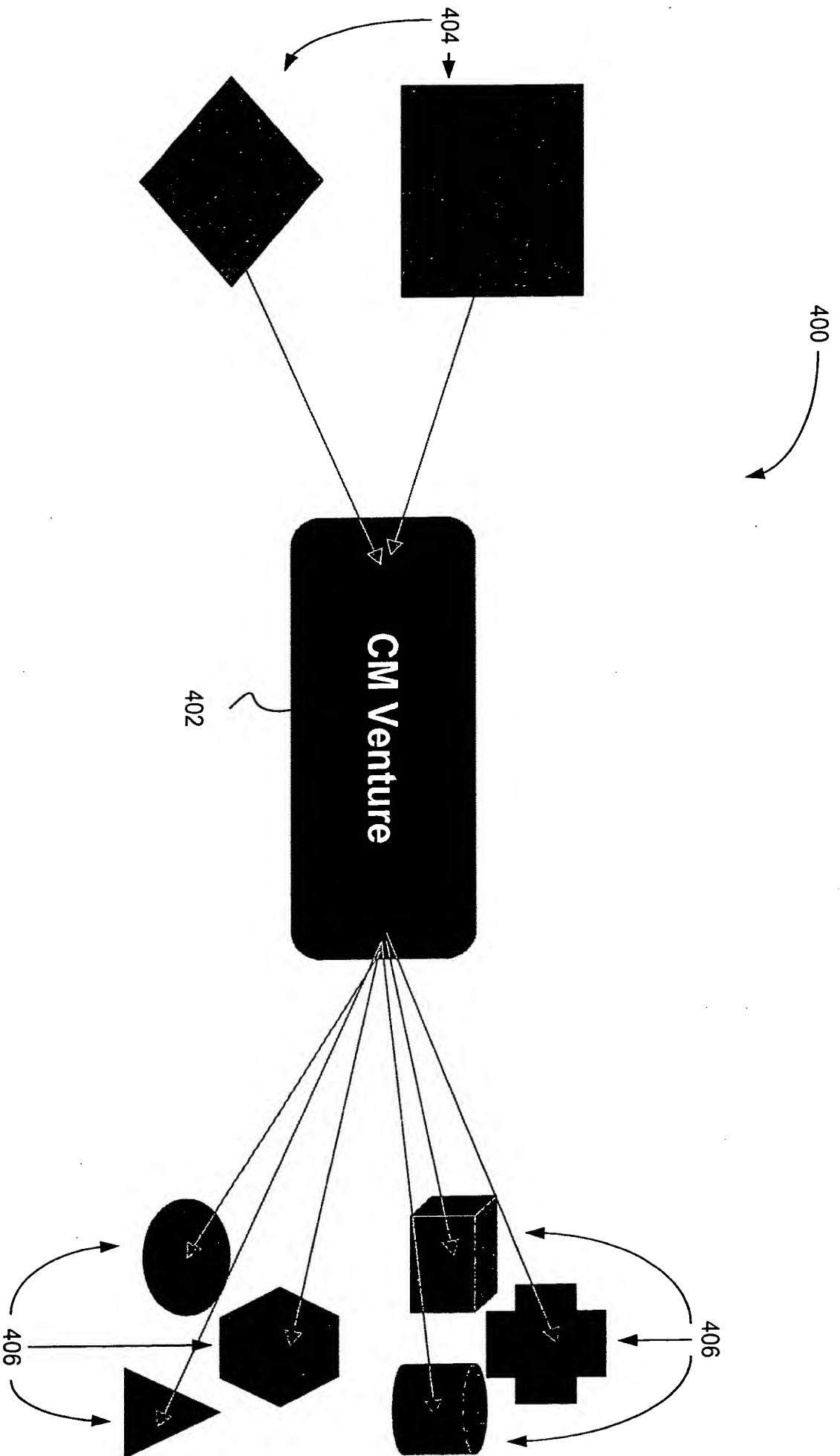


Figure 2



**Figure 3**



**Figure 4**

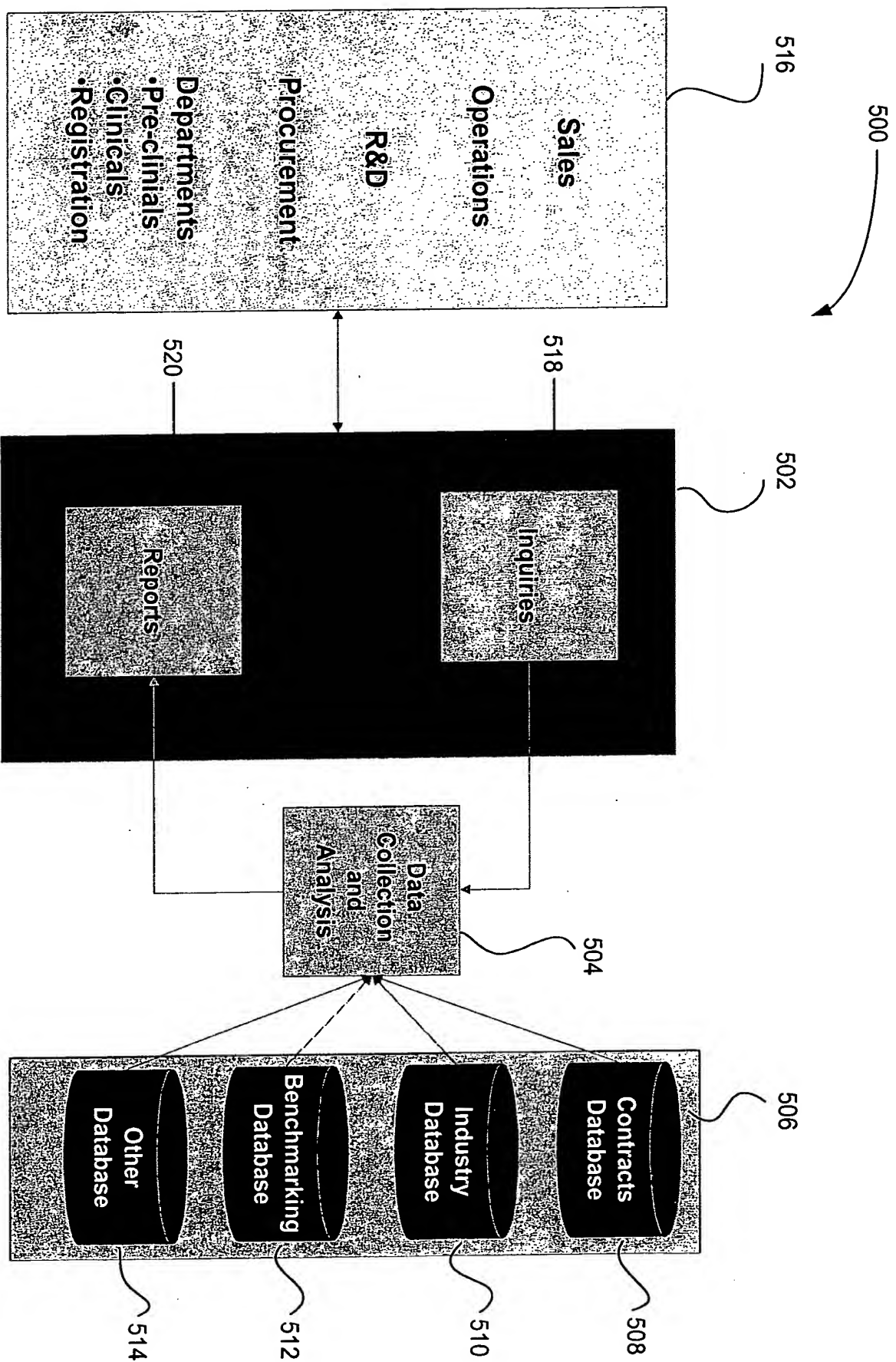


Figure 5

600

PROVIDING A DATABASE INCLUDING A PLURALITY OF SERVICE PROVIDER DATA STRUCTURES, WHEREIN EACH SERVICE PROVIDER DATA STRUCTURE INCLUDES A DESCRIPTION OF A PARTICULAR SERVICE PROVIDER, AND WHEREIN THE DATABASE FURTHER INCLUDES A REQUEST FOR PROPOSAL MECHANISM

602

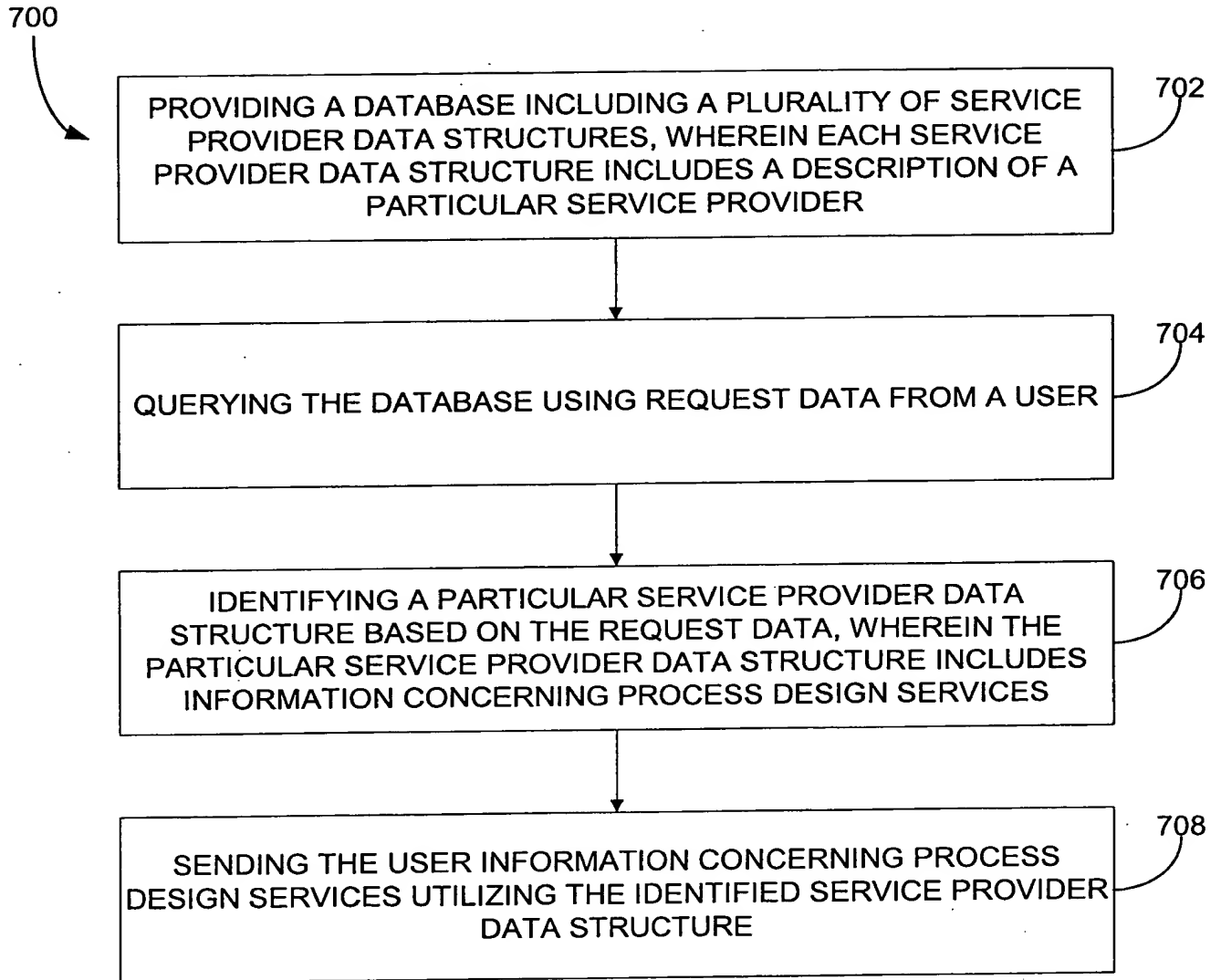
IDENTIFYING A PARTICULAR SERVICE PROVIDER DATA STRUCTURE BASED ON A REQUEST FOR PROPOSAL FROM A USER UTILIZING THE REQUEST FOR PROPOSAL MECHANISM

604

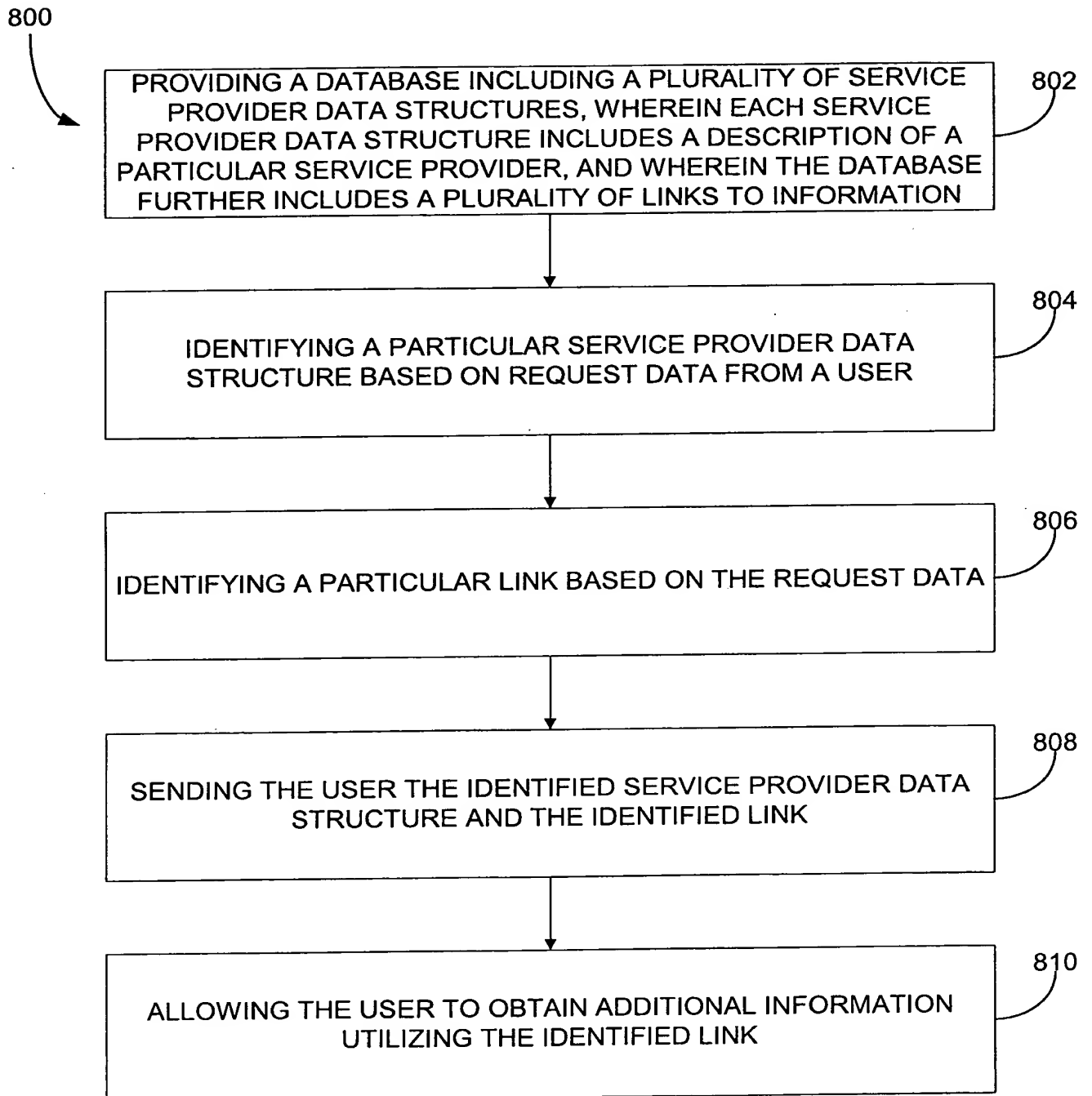
AFFORDING PROJECT MANAGEMENT SERVICES TO THE USER BASED ON THE REQUEST FOR PROPOSAL AND THE IDENTIFIED SERVICE PROVIDER DATA STRUCTURE

606

Figure 6

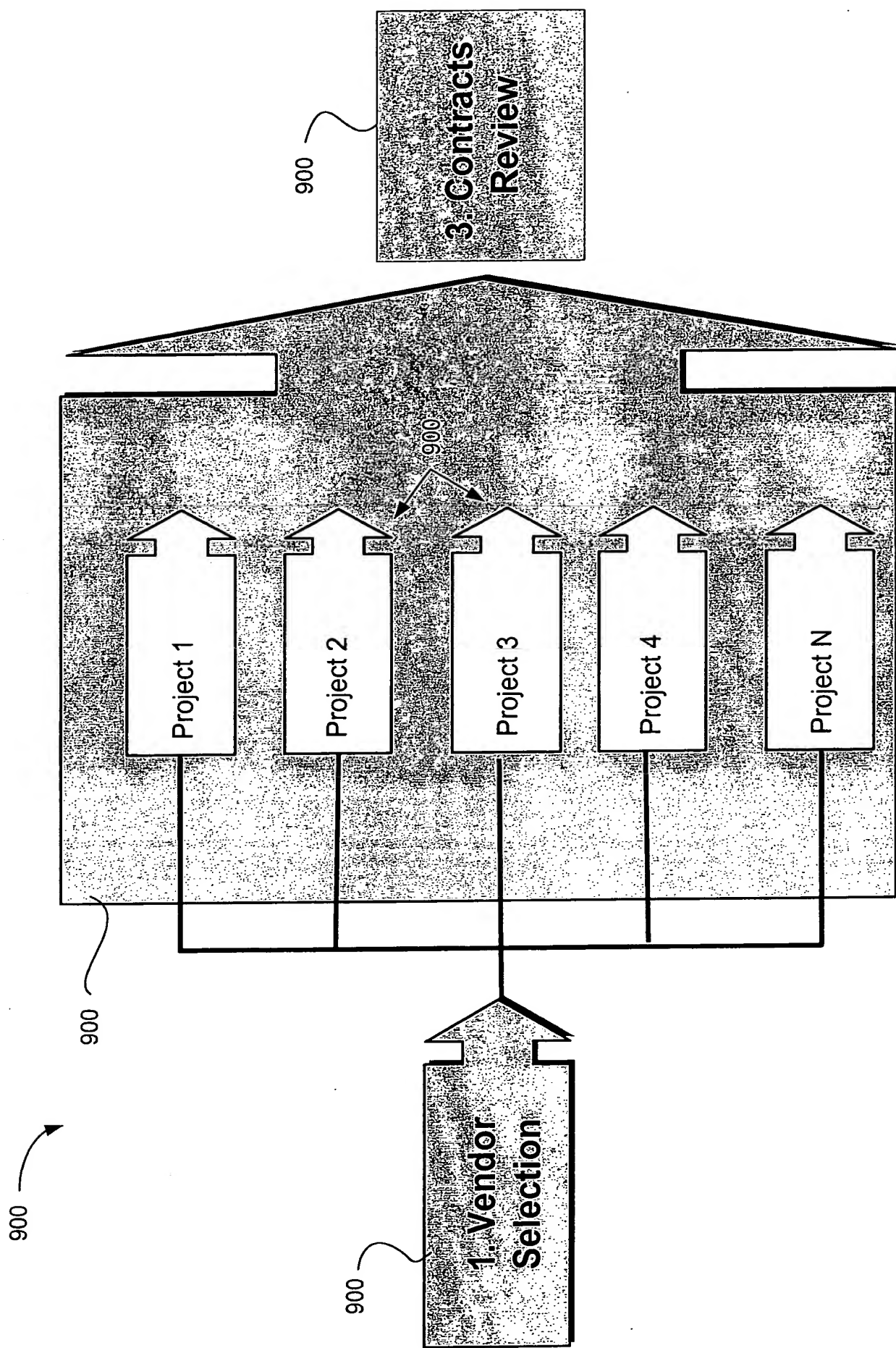


**Figure 7**



### Figure 8





## Figure 9

1000

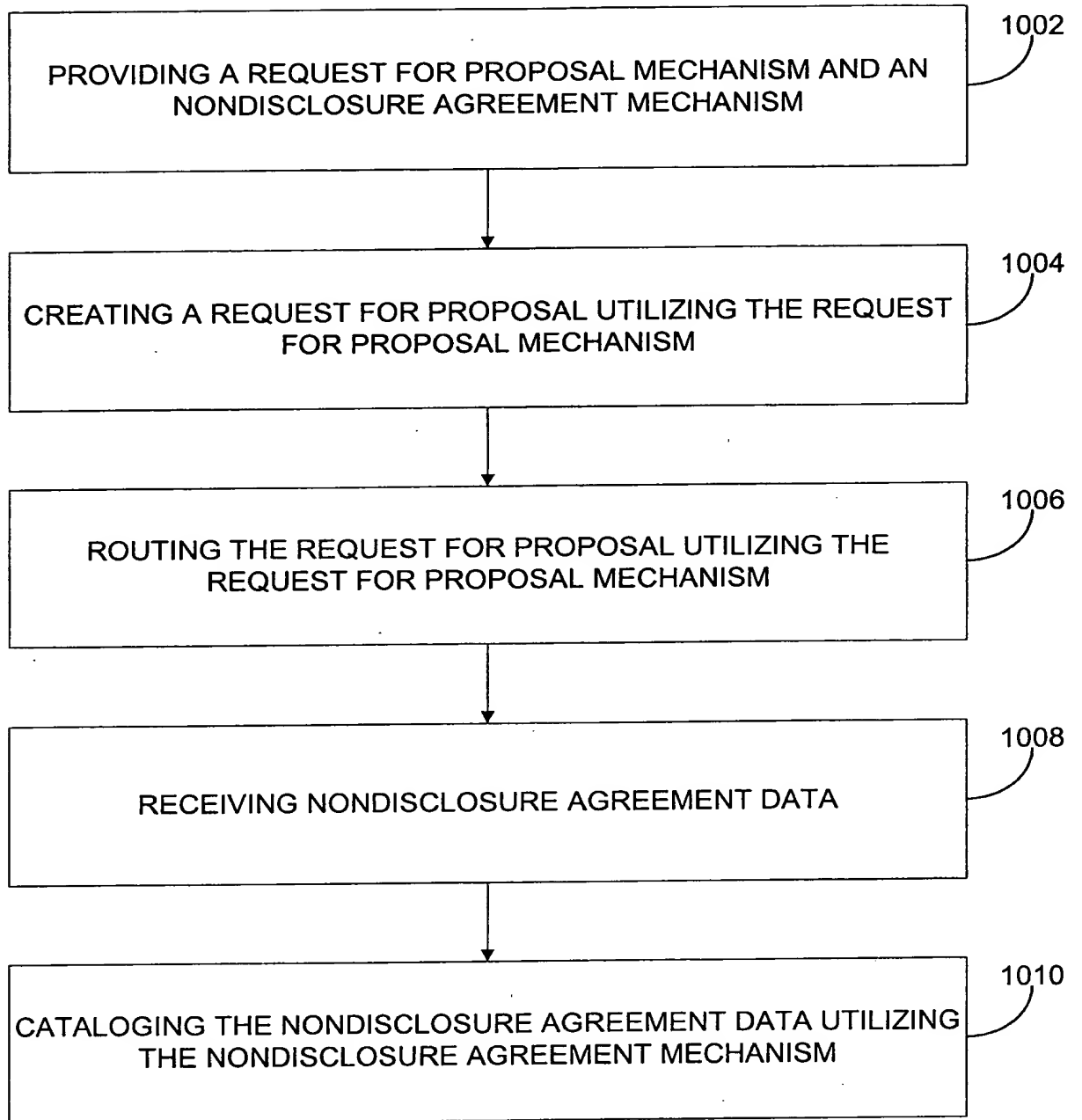


Figure 10

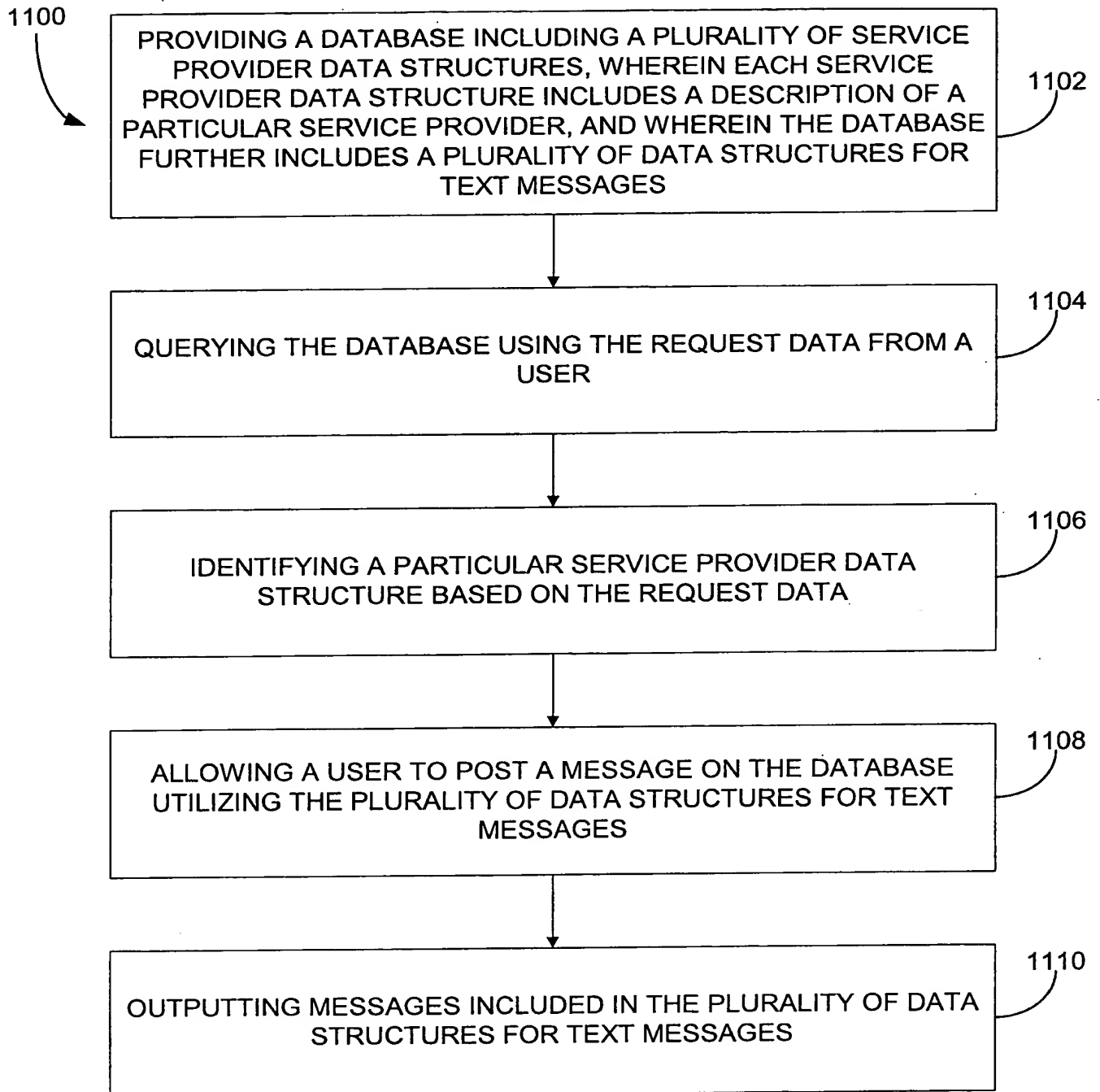


Figure 11

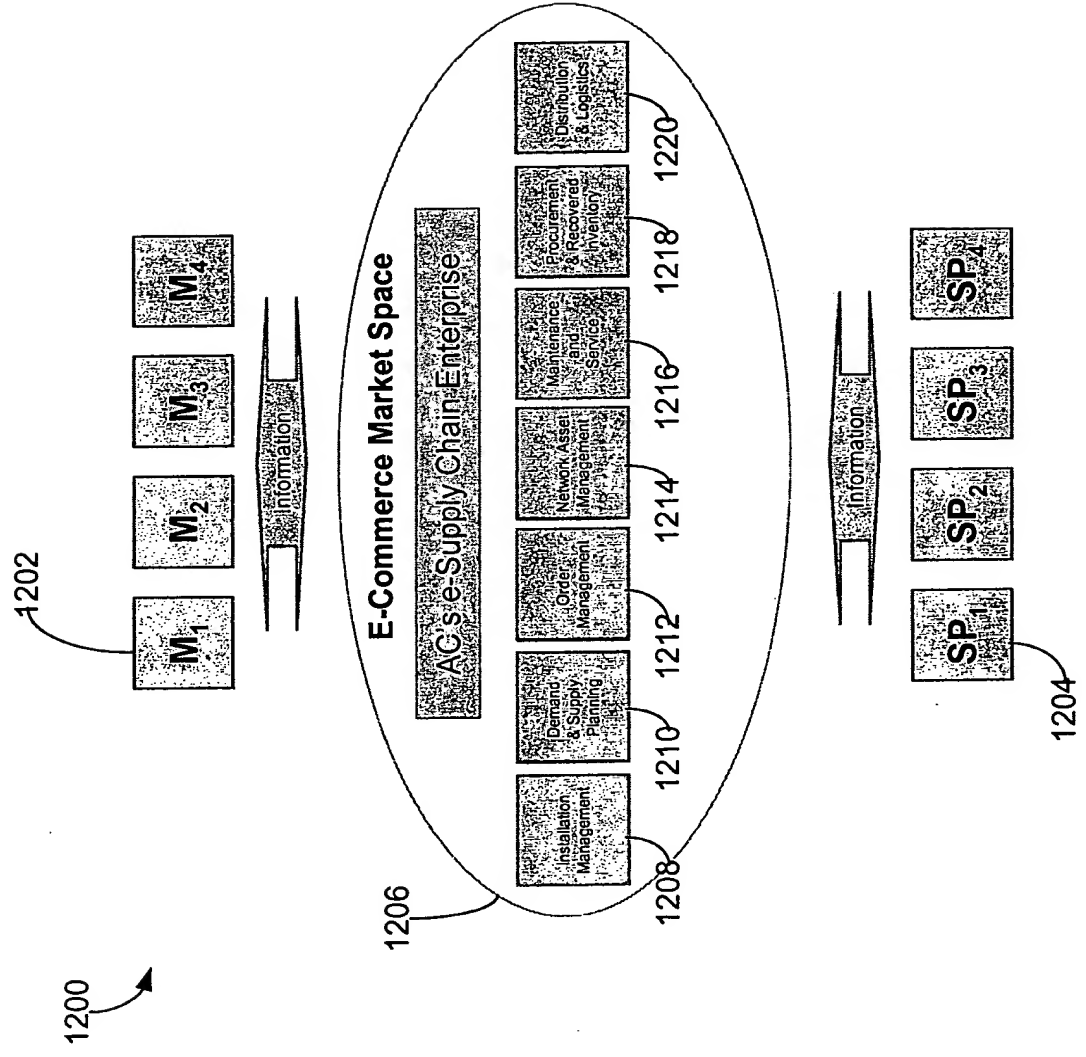


Figure 12

1300

MANAGING INSTALLATION OF A SERVICE UTILIZING A NETWORK

1302

PLANNING DEMAND AND SUPPLY OF MANUFACTURER  
OFFERINGS UTILIZING THE NETWORK

1304

MANAGING ORDERS FOR THE MANUFACTURER OFFERINGS  
UTILIZING THE NETWORK

1306

UTILIZING THE NETWORK TO MANAGE NETWORK ASSETS

1308

PROVIDING MAINTENANCE AND SERVICE FOR THE NETWORK  
ASSETS UTILIZING THE NETWORK

1310

**Figure 13**

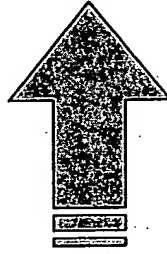


## Core Competencies

Service Provider
<ul style="list-style-type: none"> <li>• New customer acquisitions</li> <li>• New customer segmentation strategy</li> <li>• Strategic technology mgmt</li> <li>• Technology life cycle management</li> <li>• New service offerings</li> </ul>

1502

- Network is planned based on a capability, (i.e. capacity and features)



- Availability of sites is synchronized with the network roll out
- Joint optimization of network assets

Manufacturer
<ul style="list-style-type: none"> <li>• Focus on managing the customer relationship</li> <li>• Focus on managing production capacity</li> <li>• Focus on R &amp; D</li> <li>• Focus on market coverage roll out</li> </ul>

1504

## New Business Relationships

Service Provider
<ul style="list-style-type: none"> <li>• Provide an open access channel for new service offerings from the manufacturer</li> <li>• Move to a focus on platform release strategy in line with service offerings</li> </ul>

1506

Manufacturer
<ul style="list-style-type: none"> <li>• Gain the potential to reposition the network as a platform for their solutions pipeline</li> <li>• The ability for the manufacturer to build strategic alliances with solution integrators becomes a critical differentiator</li> </ul>

1508

**Figure 15**

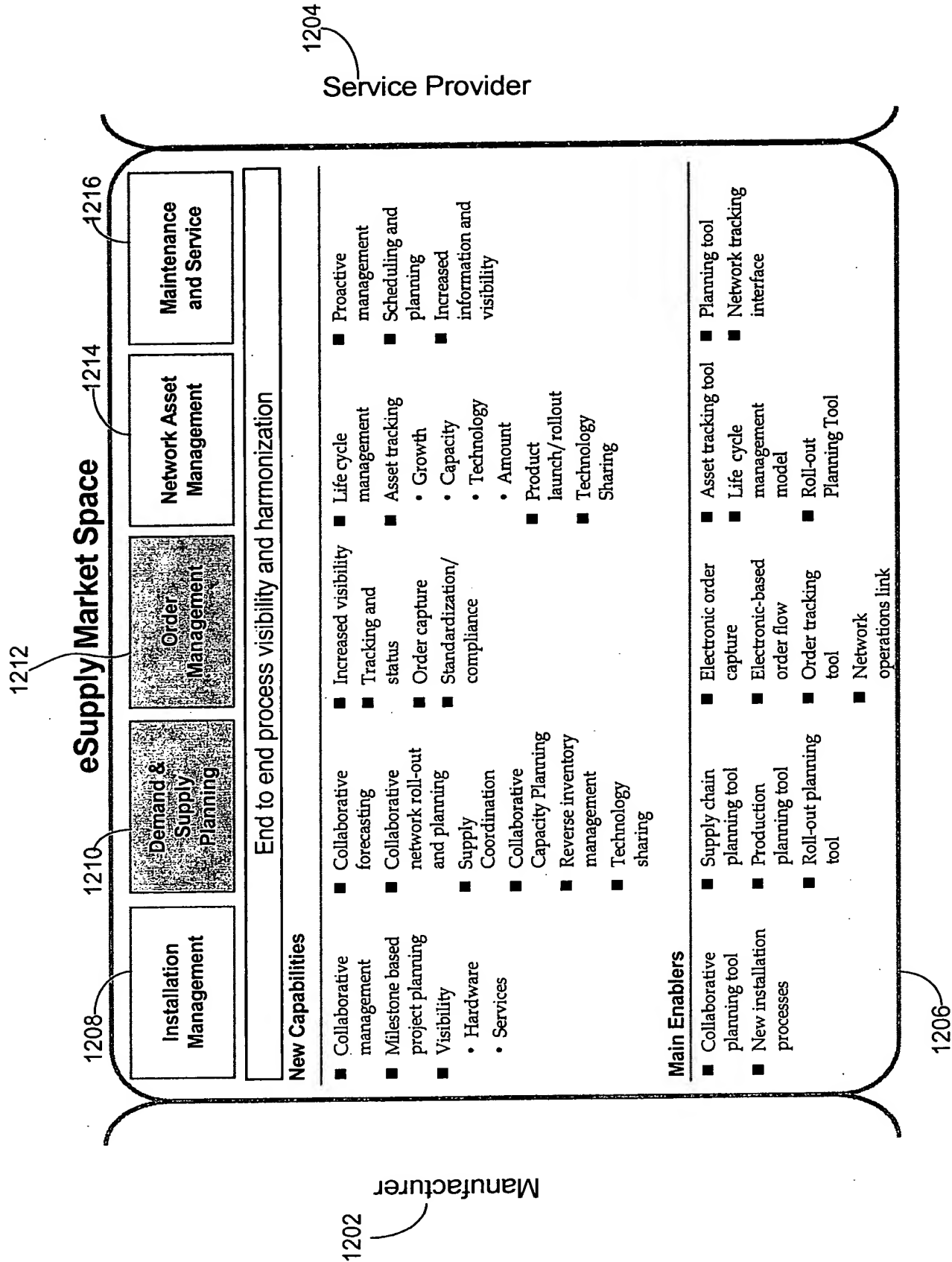
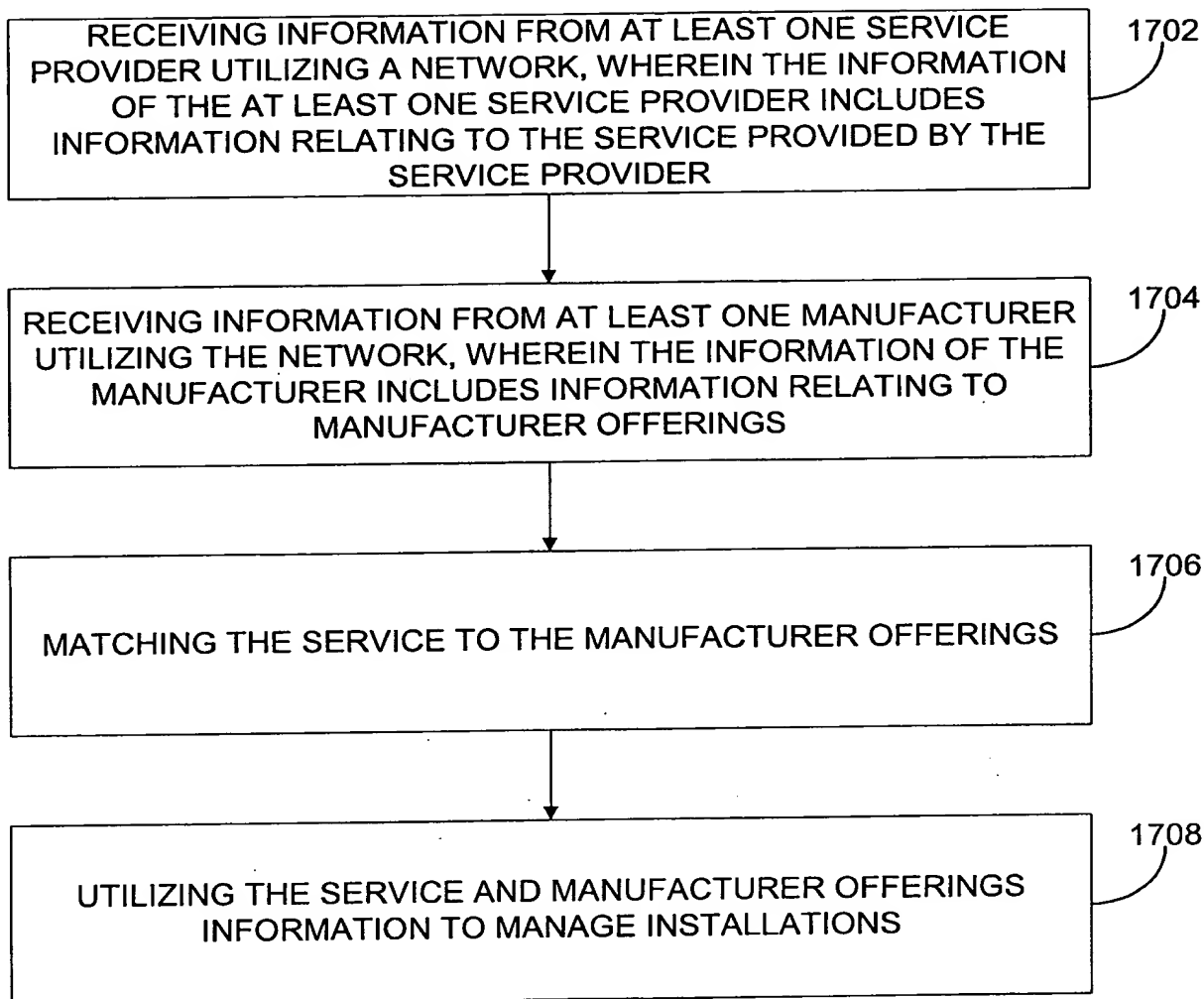


Figure 16



1700



**Figure 17**

1800

RECEIVING INFORMATION FROM AT LEAST ONE SERVICE PROVIDER UTILIZING A NETWORK, WHEREIN THE INFORMATION FROM THE AT LEAST ONE SERVICE PROVIDER INCLUDES INFORMATION RELATING TO DEMAND OF THE AT LEAST ONE SERVICE PROVIDER

1802

RECEIVING INFORMATION FROM AT LEAST ONE MANUFACTURER UTILIZING A NETWORK, WHEREIN THE INFORMATION FROM THE AT LEAST ONE MANUFACTURER INCLUDES INFORMATION RELATING TO THE SUPPLY OF MANUFACTURER OFFERINGS AVAILABLE FROM THE AT LEAST ONE MANUFACTURER

1804

COMPARING THE SUPPLY AND DEMAND FOR MANUFACTURER OFFERINGS

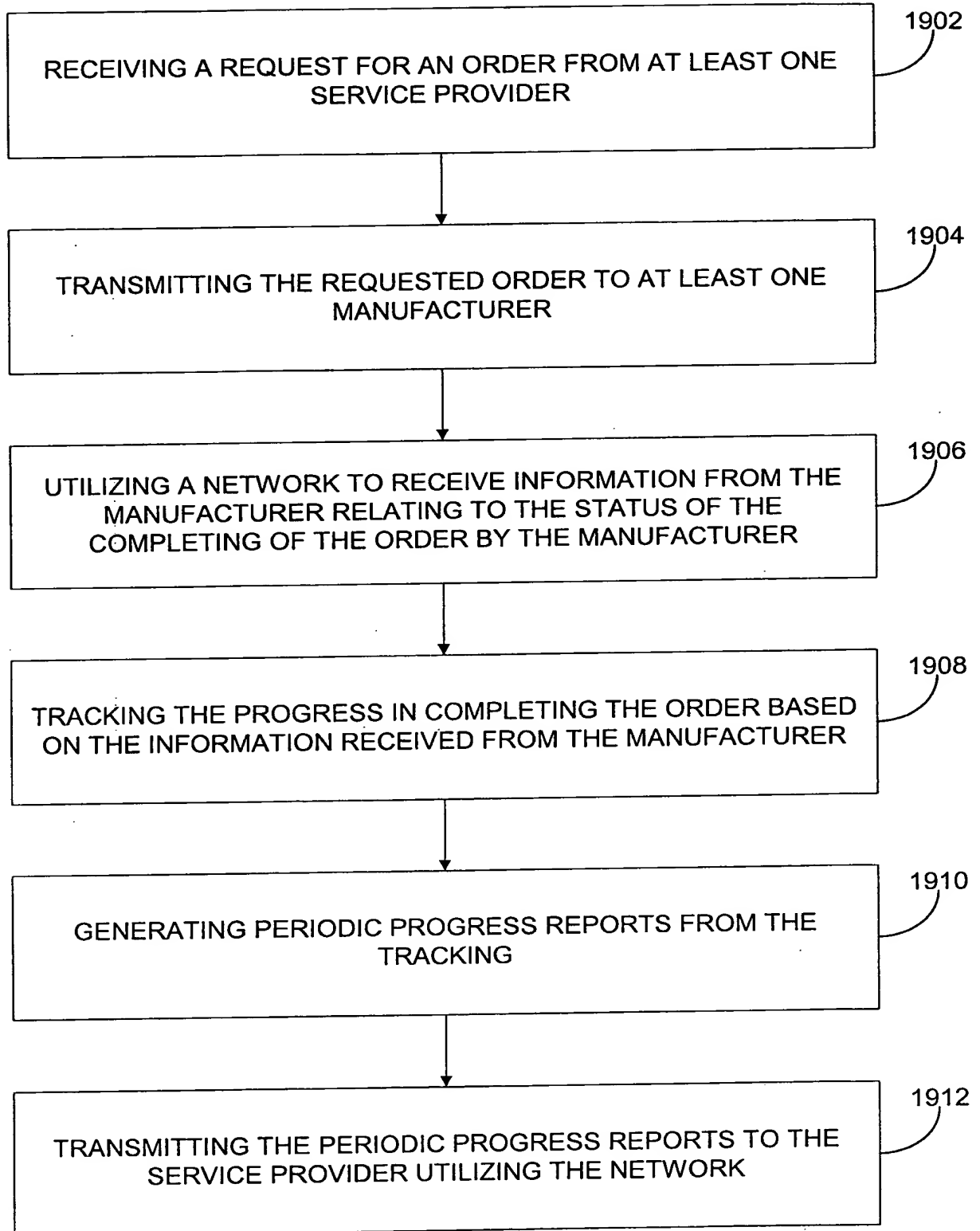
1806

UTILIZING THE COMPARISON OF THE SUPPLY AND DEMAND FOR MANUFACTURER OFFERINGS TO PLAN FUTURE SUPPLY AND DEMAND FOR THE MANUFACTURER OFFERINGS

1808

**Figure 18**

1900



**Figure 19**

2000

RECEIVING INFORMATION FROM AT LEAST ONE SERVICE PROVIDER UTILIZING A NETWORK, WHEREIN THE INFORMATION FROM THE AT LEAST ONE SERVICE PROVIDER INCLUDES INFORMATION RELATING TO PRESENT NETWORK ASSETS OF THE AT LEAST ONE SERVICE PROVIDER

2002

RECEIVING INFORMATION FROM AT LEAST ONE MANUFACTURER UTILIZING THE NETWORK, WHEREIN THE INFORMATION FROM THE AT LEAST ONE MANUFACTURER INCLUDES INFORMATION RELATING TO PRESENT NETWORK ASSETS OF THE AT LEAST ONE MANUFACTURER

2004

DETERMINING THE NEEDED OPTIMAL NETWORK ASSETS BASED ON THE PRESENT NETWORK ASSETS OF SERVICE PROVIDER AND THE MANUFACTURER

2006

MANAGING THE OPTIMIZING OF THE NETWORK ASSETS BASED ONE THE DETERMINATION OF NEEDED OPTIMAL NETWORK ASSETS

2008

**Figure 20**